



Jonathan B. -Smith

COACH SPONSOR - Certified EOS Implementer -
Traction Coach

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Coaching Specialty: Business, Leadership

Referrals: Jon Ecker

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BACKGROUND

Certified EOS Implementer - Traction Coach

Jonathan B. Smith is an entrepreneur, High Growth Business Strategist, and Certified Entrepreneurial Operating System (EOS) Implementer. He is the Co-founder of Optimize for Growth (O4G) and former COO of an Inc. 500 company. Jonathan is an expert in working with entrepreneurs who are “stuck” and need help in scaling, getting market traction, or resolving global operation problems. Jonathan’s WHY is to Contribute to a Greater Cause, Have an Impact, Add Value. Jonathan’s true passion is helping growth oriented entrepreneurs build high performance leadership team and produce “Real . . . Simple . . . Results.”

A Track Record of Growth

Jonathan started his career on Wall Street at JP Morgan and Deutsche Bank. While at JP Morgan, he was tapped to develop a Performance Dashboard for the company. By the time he was 27, Jonathan left the world of finance to become an entrepreneur. His first endeavor into the entrepreneur space was to create a “paid for click” advertising company. Jonathan became an early adopter of Search Engine Optimization (SEO) which led him to be known as “ChiefOptimizer.” As a result of his success in this field, he consulted for Google on helping them solve SEO issues around Google AdWords™.

His next venture led him to become the Chief Operations Officer for Wave Dispersion Technologies. Leveraging his expertise from his first endeavor, Jonathan helped grow Wave Dispersion Technologies from \$500,000 to \$15 million in revenues over the course of 5 years. This resulted in the company being ranked number 203 on the 2007 Inc. 500 list. As COO, he also developed business relationships around the globe and oversaw operations in the Middle East.

A Passion for Entrepreneurship

Jonathan’s interests have always focused on promoting entrepreneurship around the world, mentoring other entrepreneurs, as well as lending his expertise to non-profit organizations. He has served as an

Ambassador for Entrepreneurship for the U.S. Department of State. He currently serves as an Advisory Board Member of Wave Dispersion Technologies, Inc. and is a former Advisory Board Member of RideScout, sold to a subsidiary of Daimler in September 2014. He is also an Outreach Volunteer for Leader Dogs for the Blind. Jonathan also received the National Man of the Year Award from the Leukemia & Lymphoma Society for raising the most funds in his community.

Jonathan is an alumnus of the Entrepreneurs' Organization (EO) and Inc. Business Owners Council, a disciple of The Strategic Coach — Dan Sullivan. He graduated from Wesleyan University with a BA from the College of Social Studies (CSS), a multidisciplinary major focusing on History, Government, Political and Social Theory, and Economics, earned a MS in Professional Accounting from the University of Hartford and has a Certificate in Homeland Security Studies from Michigan State University.

TESTIMONIALS

Andy Cohen

Testimonial

Jonathan brought us the Traction system for developing and implementing a strategic plan. It immediately took our company to the next level. The staff found that it gave deeper meaning to their work. Because of the weekly and quarterly planning rhythm he established for us, we are still greatly benefiting two years later. He is patient, knowledgeable, and bottom-line focused. He also successfully facilitated my forum through an issue, and everyone in the group was impressed with his demeanor and expertise. For an entrepreneur who wants to grow his or her business beyond the mom and pop stage and into a high-functioning company, I would highly recommend Jonathan.

Jon Ecker

Testimonial

Jonathan brought immense value to our firm's operational efficiency and strategic planning...He is a superb facilitator and clear communicator of EOS and the value it brings to our company. It has immediately, positively impacted our business.

Alex Zaltsman

Testimonial

I have been an entrepreneur and business owner for over 15 years and know Jonathan through the Entrepreneurs' Organization (EO) NJ. Along the way Jonathan has provided me with sage advice and counsel and has become a very good friend. I was very excited to hear he that Jonathan elected to become an implementer for the Entrepreneurial Operating System (EOS), as its a perfect fit for the leadership and facilitating personality, along with the years of experience managing high growth businesses.

Alex Burkulas

Testimonial

I have been an entrepreneur and business owner for over 25 years. I was previously a client of the Entrepreneurial Operating System (EOS) and successfully "graduated" and continue to use EOS in my day-to-day business. The results that we have achieved using EOS would have been impossible without the simplicity, clarity and traction provided by the system. Everyone is 100% on the same page with where the company is going and exactly how it's going to get there. My management team is working together as a more cohesive, functional whole and the everyone in the organization makes progress each day towards achieving the vision. I have known Jonathan for over 10 years through the Entrepreneurs' Organization (EO) Detroit, as a forum mate, former Detroit Chapter President (we both served terms as EO Detroit President) and lifelong friend. If you are an owner of a \$2 to \$50 mm high growth business and frustrated because you are hitting the ceiling, I highly recommend that you give Jonathan a call.

Aaron Houghton

Testimonial

Jonathan is an amazing leader, extremely tough entrepreneur, and leading entrepreneurial coach all in one. I had the pleasure of being in EO forum with Jonathan for several years and appreciated his knowledge of international business, complex deal structures, and large scale finance. When you have an impossible problem to solve he's the right guy to have in the room with you.



ABOUT EO NEW YORK

The Entrepreneurs' Organization (EO) is a global business network of 10,000+ leading entrepreneurs in 147 chapters and 48 countries. Founded in 1987 by a group of young entrepreneurs, EO enables business owners to learn from each other, leading to greater business success and an enriched personal life.

We educate, we transform, we inspire and we offer invaluable resources in the form of global events, leadership-development programs, an online entrepreneur forum and executive education opportunities, among other offerings designed for personal and professional growth.

HELPFUL LINKS

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<https://www.eonetwork.org>

EO New York

<http://eonyc.org>

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